

OK
To Make America More Beautiful and Fruitful

AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE BULLETIN

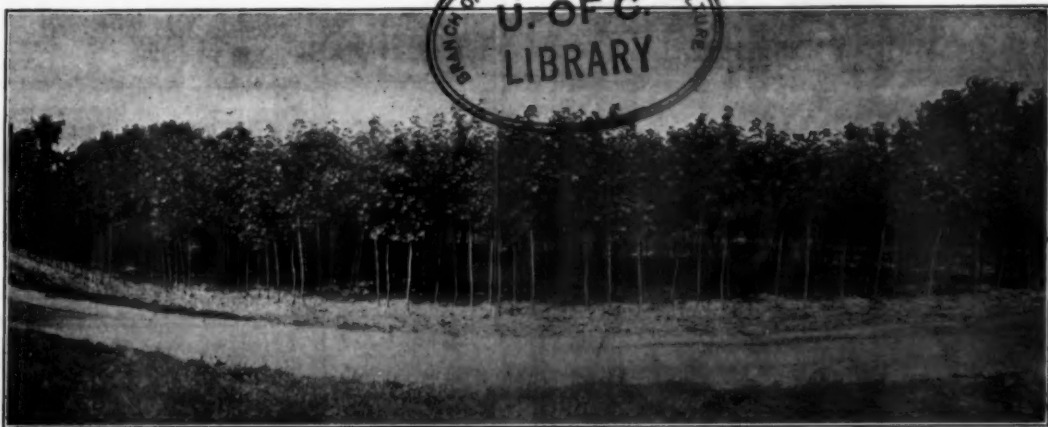
Chief Exponent of the American Nursery Trade

Vol. LII No. 1

JULY 1, 1930

Per Copy 20c

PAINESVILLE NURSERIES



This fine block of NORWAY MAPLES (photographed 1929) is now on sale

Good salable Maples have been scarce recently, particularly Norways. We are proud of and recommend our own new, unbroken blocks, which are of truly large proportions; the trees as handsome, straight and thrifty as can be found anywhere.

NORWAY MAPLE

We can dig car-load orders (or less of course) for delivery Fall of '30, in 6/8-8/10—1½ to 1¾—1½ to 1¾—1½ to 2.

SILVER MAPLE

Splendid trees in all usual sizes: 6/8-8/10—1½ to 1¾—1½ to 1¾—1½ to 2—2 to 2½—2½ to 3—3 to 4.

GENERAL NURSERY STOCK

Our nursery fields never looked better—for selective variety, supply, and mid-summer condition. Roses are in bloom. Come and see us.

Our representatives at the Minneapolis Convention will be glad to explain, and quote.

THE STORRS & HARRISON CO.

Est.
1854



PAINESVILLE,

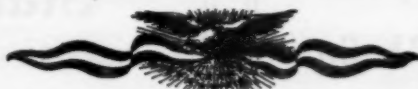
Lake
County

OHIO



1500
Acres


39 STATE ST.



ROCHESTER, N. Y.

American Fruits Publishing Co.

*"New York
State Grown"*



NURSERY STOCK
FRUITS
ORNAMENTALS
ROSES
EVERGREENS

*Send for
Price List*

W. & T. Smith Co.
Geneva, N.Y.
*Organized in 1846
1000 Acres
in 1928*

FALL-1930

We offer a general line of hardy
Northern Grown Nursery Stock

A few Specials in Carload lots

CHERRY—1 & 2 year
APPLE—2 & 3 year
PEACH—1 year
BARBERRY—12/18-18/24-2/3
SPIREA V. H.—2/3-3/4-4/5
HONEYSUCKLE BUSH in variety—3/4-4/5-5/6
ELM AMERICAN—up to 2½ inches
ELM AMERICAN (Budded)—up to 2½ inches
ELM MOLINE—up to 2½ inches
These American Elm budded and Moline have
been given extra space in the row and were
transplanted four years ago. A fine select lot
of trees perfectly straight.
NORWAY MAPLE—up to 1½ inch
SOFT MAPLE—up to 3½ inches

C. M. HOBBS & SONS
BRIDGEPORT, INDIANA

Established 1875
LARGEST NURSERY IN INDIANA

STOP!

AT

Charles City, Iowa

on your way to the

National Convention at Minneapolis

—
All paved road, Chicago to Charles City . . .
Good gravel and paving from Charles City
to Minneapolis.

—
Don't fail to take this opportunity to see the
largest evergreen nursery in the world.

—
The SHERMAN NURSERY Co.

CHARLES CITY, IOWA

Best Tree Digger on Earth



Write for Descriptive Circular and Prices

Stark Brothers

NURSERIES AND ORCHARDS COMPANY

Louisiana,

Missouri

A WINNING SALES SPECIALTY

AGNES

(Produced at Ottawa, Canada)

Hardy, double, yellow rugosa

John Watson writes: "Agnes is a great rose. It is going to be and certainly ought to be the most popular of all the Hybrid Rugosas. It is marvelously fragrant, has fine rugosa foliage and is a real rose of quality."

We offer the trade a fair stock of this fine new double yellow rugosa. Other leading rugosas. Amelie Gravereaux, Sarah Van Fleet, F. J. Grootendorst, Blanc de Coubert, Hansa, Belle Poitevine and others.

We specialize in the better Hybrid Rugosas.



THE NORTHWEST NURSERY COMPANY, VALLEY CITY, NORTH DAKOTA

E. P. BERNARDIN

**Parsons
Wholesale Nurseries**

PARSONS, KANSAS

Established 1870

Specialties

Amoor River North Privet, 2 yr.,
2-3 and 3-4 ft., well branched.
Bungei Catalpa, 4½-8 ft. stems.
Lombardy Poplar, 5-6 to 10-12 ft.
Thurlo Willow, 5-6 to 10-12 ft.
Lonicera Bella Albida, 2-3 to 5-6 ft.
Deutzia Pride, 2-3 to 5-6 ft.
Forsythia Asst., 2-3 to 4-5 ft.
Tamarix Asst., 2-3 to 5-6 ft.
Purple Wisteria, 2 & 3 yrs.

EVERGREENS—Biotas and Junipers, in good supply.

Early Harvest B. B. root grown plants.

Long list of Ornamentals in generous supply.

TREE SEEDS

Send for catalog listing Tree, Shrub, Perennial and Evergreen Seed. Collected from all parts of the world.

CONYERS B. FLEU, JR.

6626 Ross St., Germantown, Pennsylvania

Perennial and Alpine Plants

A list for Landscape Architects, Nurserymen and Gardeners.

WESTCROFT GARDENS

GROSSE ILE, MICHIGAN

Headliners for Coming Season

ORNAMENTAL SHRUBS—by the carload. New England grown popular sorts at popular prices.

H. T. and H. P. ROSES—budded on Multiflora—best of all understocks—for November and early spring.

BARBERRY THUNBERGI—3 year, good property, all grades.

BARBERRY THUNBERGI—2 yr., 12-15 inch, 15-18 inch and 18-24 inch—will make very low prices.

BARBERRY THUNBERGI SEEDLINGS—better order now. That's a tip.

PEACH TREES will be scarce—fine lot, Eastern varieties.

APPLE, PEAR, PLUM will be wanted before season is over. Offer in carloads for late fall delivery.

AMERICAN GROWN FRUIT TREE SEEDLINGS—Apple and Pear, top grades only, 1/4 and 3/16.

FRENCH FRUIT TREE SEEDLINGS, Mahaleb, Myrobalan. No adjustments on these items this year. Cost a little more but they are worth it.

C. R. BURR & COMPANY, Inc.
Manchester, Connecticut

PRIVET and BERBERIS

Splendid Stock

Write for Special Quotations.

LESTER C. LOVETT

Milford

Delaware

American Bulb Company

Importers and Growers of

Dutch Bulbs, Cannas, Tuberoses, Gladioli, Hardy Lilies, Manetti, Lily of Valley, Sphagnum Moss.

Send For Free Catalogue.

31-37 W. 37th St.
New York City

182 N. Wabash Ave.,
Chicago, Ill.

LESS THAN FIVE CENTS A WEEK—Issued 1st and 15th of each month. The National Journal of Commercial Horticulture. National and international circulation. Reaching every State in the Union. Journal appreciated by upward of 2500 Nursery readers. Subscription: \$2.50 per year; three years for \$6.00. A one-inch advertisement for \$1.40; under yearly term, \$1.25.

AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

American Nurseryman Directory of American Plant Propagators

Broad Leaf Evergreens RARE AND CHOICE CONIFERAE AZALEAS (Evergreen and Deciduous) FLOWERING SHRUBS, VINES and CLIMBERS

We produce the greatest variety of Herbaceous Plants and Field Grown ROSES in America. Ask for our wholesale lists.

BOBBINK & ATKINS
Rutherford, New Jersey

LARGEST ASSORTMENT

and largest stock of lining out stock in the United States.

Write for prices or call and see our growing stock.

Onarga Nursery Co.
CULTRA BROS., Mgrs.
Onarga, Illinois

Scotch Grove Nursery

Growers of
EVERGREENS
For

Lining Out

GOOD ASSORTMENT
STANDARD SORTS

Price List on Request—Established 1871

SCOTCH GROVE, IOWA

LINING OUT STOCK EVERGREENS TREES SHRUBS

Send for our price list of
HARDY NATIVE TREES, SHRUBS,
and PLANTS

L. E. WILLIAMS NURSERY CO.
Exeter, N. H.

EVERGREENS MILLIONS OF THEM

Seedlings—Transplants—Cuttings
Grown Under Glass

Also Apple Trees, Shade Trees,
Hedgeplants, Shrubs, Vines, Peony
Send for our latest Bulletin

Sherman Nursery Co.
The Largest Growers of Evergreens
in the world
Charles City, Iowa

IF YOU GROW Lining-Out Stock

You should be represented
in this department regularly.

Write for advertising rate

AMERICAN NURSERYMAN
Chief Exponent of the Trade

Hill's Evergreens

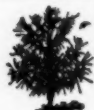
COMPLETE assortment of lining out sizes. Also larger grades for Landscaping. Send for our wholesale catalog. Also descriptive booklet in colors.

D. HILL NURSERY CO.
Evergreen Specialists
Largest Growers in America
Box 402 Dundee, Illinois

ROSES
EVERGREENS
SHRUBS
CANNAS
LINING OUT STOCK

Trade List upon request

THE CONARD-PYLE CO.
Nurserymen Since 1897
Robert Pyle, Pres. West Grove, Pa.



EVERGREEN TREES

For Ornamental or Forest Planting

Trees of known quality; raised from SEED at our Nurseries under personal supervision, based on 30 years' experience. All varieties. Size range from seedlings, thru 2, 4 or 5 year transplants, up to 20 feet tall. Prices astonishingly reasonable. Write for Catalog and know about our guarantee.

FRANKLIN FORESTRY Co.
89 STATE ST. BOSTON, MASS.
NURSERIES AT COLRAIN -
SUDBURY - PLYMOUTH

Evergreens for Lining Out

BIG ROOTED PLANTS IN QUANTITY

Variety	Grade	100	1000
Amer. Arborvitae	8-15 in. T	\$ 6.00	\$50.00
Red Pine	12-15 in. T	10.00	90.00
Mugho Pine	3-5 in. S	2.50	12.00
White Spruce	6-8 in. S	2.00	8.00
Norway Spruce	6-8 in. S	2.00	8.00
Colorado Spruce, from			
Blue Spruce Seed	6-8 in. S	3.50	25.00

F. O. B. Framingham—Packing at cost.

Write for Complete List



CARR'S EVERGREENS

for

Bedding and Lining Out

M. L. CARR'S SONS

Yellow Springs

Ohio

FERNDAL NURSERY

Northern Grown Hardy Plants
SEVEN MILLION EVERGREEN

Seedlings and Transplants
HARDY OUTDOOR FERNS
ROCK GARDEN PLANTS
WILD FLOWERS & PERENNIALS

We mail Trade List and will quote interesting prices on want lists.
We have the Quality and Quantity
LUDVIG MOSBAEK, Askov, Minn.

Choice Broad-leaved and Coniferous

EVERGREENS

in Lining out and Specimen Sizes

Write for wholesale catalogue and list of rooted cuttings.

T. KIYONO
CRICHTON, ALABAMA

NAPERVILLE NURSERIES

Headquarters for

LINING OUT STOCK

Large Assortment

WELL GROWN—NONE BETTER

See Our Lists Before Buying

NAPERVILLE DuPage County ILLINOIS

Evergreens For Fall

First class, 3 times transplanted stock.

SCOTCH PINE	2-3 ft.
"	3-4 "
"	4-5 "
NORWAY SPRUCE	2-3 ft.
"	3-4 "
ARBORVITAE	2-3 ft.
"	3-4 "
"	4-5 "
WHITE SPRUCE	2-3 ft.

We offer about 20,000 of the above at attractive prices. Tell us how many you need.

GEORGE D. AIKEN
PUTNEY, VERMONT

EVERGREENS SEEDLINGS and TRANSPLANTS FOR LINING OUT

Write for Our Price List

THE NORTH-EASTERN FORESTRY CO.

"We Grow Our Own Trees"

CHESHIRE, CONNECTICUT

WE HAVE THEM

You May Want Some

Norway, Sycamore and Silver
Maples; Pin, Red, Mossy Cup,
Catesbaei and Willow Oaks.

Butterfly Bush, Dogwoods, Deutzias, Forsythia, Spireas, etc.

Our Trade List is ready.
Get next to one.

Atlantic Nursery Co.
BERLIN, MARYLAND

KEEP POSTED

On Nursery Trade Affairs

By reading regularly a trade journal which covers the trade news. Progressive Nurserymen who do this possess an undoubted advantage in business plans and in their transactions.

AMERICAN NURSERYMAN --- July 1, 1930

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce engravings relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. Engravings will be made from photographs at cost.

Advertising—Last forms close (semi-monthly) on the 10th and 25th of each month. If proofs are wanted, copy should be on hand one week earlier.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the carlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT
Editor, Manager.

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and rates the welfare of the Nursery Trade above every other consideration.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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Nearly 900 Nurserymen Say to You-- "WE ARE CARRYING ON"

THE cooperative advertising campaign of the Nursery Industry is less than two years old--the first advertisement appeared in March 1929. Yet in this short time it has already produced tangible results which exceed expectations. Those in a position to know say that the public's interest in planting reached an all time peak this Spring. When all the factors are considered, the Nursery Industry has fared surprisingly well this Spring, in fact, many Nurserymen report the largest Spring business in their history--all this in the face of a season of marked business depression.

"Make sure you're right, then go ahead"--is an old saying, but it still is sound advice. And now that we ARE sure we are right, we ARE going ahead--confidently--vigorously! The campaign will continue--it will gain in momentum as it progresses, as have the cooperative campaigns of other industries--it will win for the Nursery Industry the Billion Dollar Market to which it is entitled.

Many of you were away when the solicitor for campaign funds called. Others wanted evidence that the campaign was not merely a "flash in the pan," that it would continue long enough to secure results. We know that there are many of you who would willingly join with us



in this vital battle for the very life of the industry, if we could see you personally. Fifteen nurserymen have sent in pledges unsolicited since January 1st.

And we want and need every one of you! We can't afford to send a personal solicitor to see individuals. So we take this means of asking you to join with us--to write Headquarters for information concerning the financial pledge.

It is true that you will benefit even though you do not lend your financial support. But it is also true that your benefits will be vastly greater if you do, for subscribers to the fund are kept informed of every step and phase of the campaign and are thus able to lay their individual plans to best advantage. Every facility of the organization is at the disposal of campaign subscribers. From a purely selfish standpoint it's worth all, and more than it costs you to share in this campaign.

Right now, while the matter is fresh in mind, won't you write to National Campaign Headquarters, and tell us that you are with us for the balance of the campaign? We will send you complete information and tell you the amount subscribed by other nurserymen who do a like volume of business.

NATIONAL CAMPAIGN HEADQUARTERS

Speaking for nearly 900 co-operating nurserymen
UNION BANK BUILDING, DAVENPORT, IOWA

AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

VOL. LII

ROCHESTER, N. Y. JULY 1, 1930

No. 1

Minnesota's Varied Attractions Most Alluring

The Indian Name Minnee-Sotah, Meaning "Sky-Tinted Water" Vividly Describes
This Vacation Paradise—Over Ten Thousand Beautiful Lakes

A. A. N. MEMBERS TO VISIT "LAND-OF-THE SKY-BLUE WATER"

"How would you like to spend your vacation?"

"Would you like to drive over smooth, well-kept highways, past prosperous farms, through groves of beautiful trees, along the shores of sparkling lakes, along the steep bluffs of the Mississippi, or into the north country where the pointed pine trees whisper, and foaming waterfalls beautify the rugged granite crags, or along the shore of the 'Shining Big Sea Water' of the Indians—Lake Superior!"

"All these splendid privileges are yours in Minnesota."

"Would you like to lose yourself in the wilderness, where you can hunt and fish, and paddle your canoe for miles? Such a wilderness is the Superior National Forest of Minnesota."

"Would you like to live in a luxurious summer hotel, with a golf course, tennis courts, fine meals and other conveniences? There are plenty of such resorts in Minnesota."

"Would you like to rent a summer cottage or a log cabin, on the shore of a lake with a sandy bathing beach—a lake where game fish abound? There are many of these cottages which you can rent by the day, week or month in Minnesota."

"Whatever form of vacation pleasure appeals to you, the crisp, invigorating air of Minnesota will send you back home rejuvenated and filled with happiness."

"Minnesota is dotted from end to end with over ten thousand beautiful lakes. It was from these crystal clear bodies of water that the Indians gave the country the name of Minnee-Sotah, meaning 'Sky-Tinted Water,' which the early settlers translated into the name Minnesota."

"Some of these wonderful lakes lie among gently rolling hills and groves of maple in central and southern Minnesota. Others, with stretches of white, sandy beaches, are in the pine country, while still others, with granite boulders rising from the water's edge, are in the far north."

"The invigorating air of the north pine country makes sick people well—hay fever sufferers find relief in this district. The northeastern border of the state has 150 miles of shore line on Lake Superior. This shore has been compared in wild and rugged grandeur with the Maine coast, for hardy pines, jagged rocks, and rushing streams are everywhere."

"There are some large forest reserves in

Minnesota, where the wild animals are given refuge, and where virgin tracts of pine are protected by the state. The Minnesota National Forest is near Bemidji and Cass Lake in the northern part of the state. There are fine stands of pine in the Scenic State Park in Itasca County, and in Itasca State Park near Park Rapids."

"The largest forest reserve in Minnesota is the Superior National Forest, which stretches from Ely to the Canadian Border."



MINNEHAHA FALLS
River Cascade near Minneapolis, Minn.

It was set aside to be 'The Playground of the Nation' by Theodore Roosevelt when he was President, and is a famous retreat of campers, hunters and fishermen. There are 1,268,000 acres of coniferous forest and 250,000 acres of lakes and streams in Superior National Forest."

"Minnesota rivers are no less varied and inviting than her lakes. Besides the countless small rivers and streams, there are three great river systems that have their source here. In Itasca Park are the headwaters of the 'Father of Waters,' the Mississippi. In Big Stone Lake and Lake Traverse on the western border, rises the Red River of the North, which wends its way

through the northern prairies to Hudson Bay. Eastward into Lake Superior flows the St. Louis River. The Valley of the St. Croix is famous for its 'Dalles,' strangely beautiful geological formations."

"The highest waterfalls in Minnesota are in the Pigeon River, which forms the northeastern boundary between Minnesota and Canada. Other beautiful rivers are the Minnesota, drowsy and meandering; the Whitewater, which flows through picturesque glens at Whitewater State Park; and Ramsey Creek, which tumbles in a series of cascades through its canyon at Redwood Falls. Alexander Ramsey State Park preserves in its native wildness the beauty of these falls and the gorge, which have been called a 'second Yellowstone.'"

Transfers To Pacific Coast

Of P. M. Koster, well-known Nurseryman, who has become associated with Malmo & Company, Seattle, Wash., as Nursery production manager, that company says:

"Mr. Koster was recognized as one of the leading growers in the foremost production center of Holland where he originated many fine varieties including the world-renowned Koster's Blue spruce. After the American embargo against importation, Mr. Koster moved to our Atlantic coast where he soon became a leader in the eastern Nursery trade. He has contributed many fascinating articles to America's largest magazines, and is widely known by garden lovers throughout the country."

"In joining our organization Mr. Koster gives expression to his desire to engage in horticulture under the favorable growing conditions of Puget Sound, in a horticultural organization with the facilities and program to furnish to garden lovers the world's best, with production of adequate quantities to assure maximum values."

Plants for Hawaiian Farmers

Twenty-eight thousand plants or packages of seeds of improved fruits, nuts and vegetables were distributed to Hawaiian farmers by the Hawaii Agricultural Experiment Station last year in an effort to establish improved varieties. In the annual report of the experiment station recently published by the U. S. Department of Agriculture, Director J. M. Westgate says the station introduced 68 species of plants of economic value into the Island during the year. These importations supplementing seeds and plants previously distributed to farmers are expected greatly to increase the number of crops that may be grown profitably in Hawaii."

Plans Completed for Minneapolis Convention

Minnesota Nurserymen Cooperating To Make The Fifty-fifth Annual Lively Occasion
Scenic Beauties of Minnesota Occupy Prominent Place on Program

BUSINESS SESSIONS CROWDED WITH IMPORTANT TRADE SUBJECTS

THE program arrangements for the 55th annual convention of the American Association of Nurserymen to be held at the Nicollet Hotel, Minneapolis, have been completed.

Convention Hall—Grand Ball Room
Exhibition Space—Francis 1st Room
Market Development and Publicity Committee—Parlor F
Secretary's Office—Parlor A

Monday, July 14th

Morning:

Arrival of "Empire Builder," Chicago, Burlington & Quincy Nurserymen's Special, 9:00 A. M.

Registration at secretary's office—Parlor A

Distribution of books and badges

Executive committee meeting with chairman of standing committees—Parlor D

Afternoon:

Trip around the Twin Cities arranged by local convention committee

Golf Tournament under auspices of Baby Ramblers

Evening:

Annual meeting Wholesale Fruit Tree Growers' Association—Secretary, C. J. Maloy, Rochester, N. Y., 8:30 P. M., Parlor E

Executive committee meeting—Parlor D

Tuesday, July 15th

Morning, 9 A. M.:

Opening session of convention—Grand Ball Room

Convention called to order

Invocation—Rev. Chas. B. Scovil, Rector of Holy Trinity Episcopal Church, Minneapolis, Minn.

Welcome—Mayor William F. Kunze, Minneapolis, Minn.

Response—Walter W. Hillenmeyer, Lexington, Ky.

President's Address—A. M. Augustine, Normal, Ill.

"What's Ahead For Business"—O. S. Powell, Ninth District Federal Reserve Bank, Minneapolis, Minn.

"What We Can Learn From Present Business Conditions"—E. St. Elmo Lewis, Book Building Tower, Detroit, Mich.

Announcements by Chairman of Arrangements Committee—M. R. Cashman, Owatonna, Minn.

Afternoon:

Trip to Lake Minnetonka and Excelsior, ending up at the Amusement Park for supper and entertainment, arranged by local convention committee.

Evening:

Annual meeting Retail Nurserymen's Association of the United States—Secretary W. G. McKay, Madison, Wis. 8:30 P. M., Parlor M

Annual meeting of delegates from state and regional affiliated Nursery organizations to nominate officers and recommend place of next convention—8:30 P. M., Parlor G

Annual meeting American Plant Propagators' Association—H. L. Haupt, Secretary, Hatboro, Pa. 8:30 P. M.—Parlor N

Annual meeting American Protective Association—C. J. Maloy, Secretary, Rochester, N. Y. 8:30 P. M.—Parlor E

Executive committee meeting—Parlor D

Wednesday, July 16th

Morning, 9 A. M.

Second session of convention—Grand Ball Room

"Some Economic Aspects of Plant Quarantines"—Glenn W. Herrick, Prof. of Entomology, Cornell University, Ithaca, N. Y.

Plant Patent Law—M. Q. Macdonald, 16 Stewart Place, Washington, D. C.

Discussion

Standardization committee report—E. S. Welch, Chairman, Shenandoah, Iowa.

Announcements by Chairman of Arrangements Committee—M. R. Cashman, Owatonna, Minn.

Afternoon:

Secretary and Treasurer's Report

Arbitration Committee Report

Vigilance Committee Report—Chas. Sizemore, Louisiana, Mo.

Report of Market Development and Publicity Committee—E. C. Hilborn, Chairman, Valley City, N. D.

Report of Advertising Committee—Walter W. Hillenmeyer, Lexington, Ky.

"Bigger Profits From Better Merchandising"—F. J. Nichols, Third National Building, Dayton, Ohio

Announcements by Chairman of Arrangements Committee—M. R. Cashman, Owatonna, Minn.

Thursday, July 17th

Morning, 9 A. M.

Last session of convention—Grand Ball Room

Report of Committee on Cooperation with U. S. Entomologists and U. S. Department of Agriculture (Crown Gall and Raw Materials)—Henry B. Chase, Chairman, Chase, Alabama. (Report to be given by Geo. A. Marshall, Arlington, Nebr.)

CROWN GALL

"Crown Gall Studies at the University of Wisconsin"—Dr. A. J. Riker, Plant Pathology Department, University of Wisconsin, Madison, Wis.

"Crown Gall Studies at Iowa State College"—Dr. I. E. Melhus, Plant Pathology Department, Iowa State College, Ames, Iowa

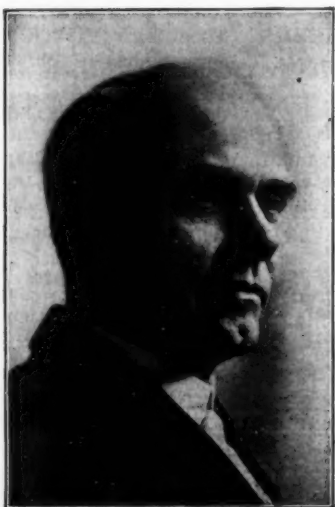
"Organization of the Crown Gall Work within the United States Department of Agriculture"—Dr. E. C. Auchter, U. S. Dept. of Agriculture, Washington, D. C.

Note: The financial report by W. C. O'Kane, Chairman Crop Protection Institute, covering the total receipts and disbursements of all crown gall funds, will be printed in the proceedings.

RAW MATERIALS

"Nursery Stock Investigation the Past Year"—L. B. Scott, Senior Pomologist, U. S. Dept. of Agriculture, Shafter, California, Station

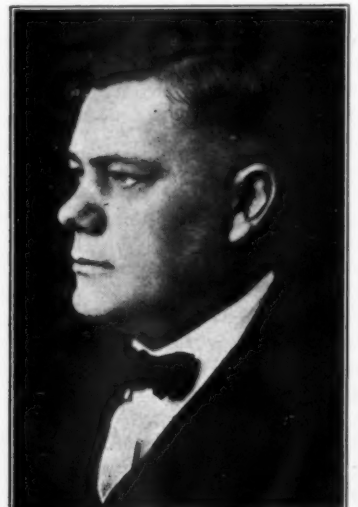
Note: The printed proceedings of this (Continued on page 11)



A. M. AUGUSTINE, Normal, Ill.
President American Ass'n. Nurserymen



CHARLES SIZEMORE, Louisiana, Mo.
Secy.-Treas. American Ass'n. Nurserymen



JOHN FRASER, JR., Huntsville, Ala.
Vice-Pres. American Ass'n. Nurserymen

Director Hedrick on his Way to South America

Dr. U. P. Hedrick, Director of the State Experiment Station at Geneva and a leading authority on horticultural practices, will be a member of a group of twenty American scientists and agricultural leaders which will visit Chile this summer in connection with the celebration of the centenary of the nitrate of soda industry in that country. The party planned to sail from New York June 26, and expects to return to the United States about the middle of August.

Widespread use of Chilean nitrate of soda as a fertilizer is said to date from 1830, when about 850 tons were shipped to the United States and Europe. At the present time, the annual production from the Chilean nitrate fields averages close to 2,500,000 tons, more than a third of which is used by American farmers. While in Chile, the American party will participate in several official functions in honor of the part nitrate of soda has played in the agriculture of the world.

Among other functions planned for the visitors is a reception by the President of Chile, visits to the principal cities of the country and to typical farms, and an extended tour through the provinces of Antofagasta and Tarapaca in which are found the chief nitrate deposits.

For more than twenty-five years, Dr. Hedrick has been engaged in important researches in orchard fertilization and cultivation, the results of which have had a marked influence on orchard practices not only in New York, but in the country as a whole. Only within the past few months

has he relinquished active supervision of the horticultural work at the Station in order that he might devote his entire time and energies to directing the work of the institution of which he is the head.

Oregon Nurserymen's First Picnic

Nurserymen of Oregon, as well as members of the State Board of Horticulture and a large number of florists, attended the first annual Nurserymen's picnic which was held at Grant Park, about 17 miles from Portland, June 25th, under the auspices of the Portland Nursery Club.

The event proved very successful and everything went off in fine shape under the able direction of the picnic committee composed of B. A. Mitchell, John Mickleson and Eldon Dering. Sporting events, starting in the morning, included races for young and old, swimming, fishing, horseshoe matches, tug of war, and a baseball game between employers and employees. A basket lunch was enjoyed.

Paul E. Doty, Doty and Doerner, is president of the Portland Nursery Club, and A. W. Sherwood is secretary.

F. A. Mahan, Monticello, Fla., Nursery Company is having erected a \$5,000 office building in the triangle between state road 41 and Lloyd Road. The building will be colonial style, red brick trimming set off with white stone. The building, 24 x 32 feet, will have two private offices and a fireproof brick vault.

AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

AMERICAN PLANT PROPAGATORS ASSOCIATION

H. Lloyd Haupt, Hatboro, Pa., Secy.

Dr. L. B. Scott, Senior Pomologist, U. S. Department of Agriculture, will be one of the speakers at the meeting of the American Plant Propagators Association at Minneapolis, Minn., July 15th. He will discuss "Budding in the Cane," detailing some of his findings.

As usual, the meeting will be held Tuesday evening and a large room has been reserved so that all who desire may attend. Complete programs will be ready about July 1st, and will be mailed to all members.

Other speakers will be Dr. L. C. Chadwick, Ohio State University, who will discuss fully his experiments in rooting evergreens, illustrating it with lantern slides. From University Farm, St. Paul, Minn., Prof. Alderman, Prof. L. E. Langley, and Dr. Frank Kaufert, will come to address us.

Several Nurserymen have agreed to lead discussions on various subjects which have been raised during the year.

Save Tuesday evening, and make it early; the meeting will probably start at 7:30 p. m.

H. L. HAUPT, Secy.

Present officers of the association are: President, John Nordine, Lake City, Minn.; Vice-President, John Siebenthaler, Dayton, Ohio; Secy.-Treas., H. Lloyd Haupt, Hatboro, Pa.

Incorporated: Griffith & Hallman Co., Coloma, Mich., \$10,000; by A. H. Hallman, Eau Claire, Mich., G. A. Griffith, Oak Park, Ill., and J. A. Griffith, Benton Harbor, Mich.

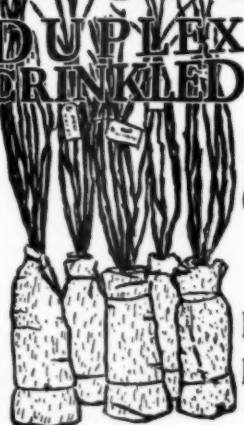
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It's waterproof—tough and easy to handle.

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LOOKING AHEAD Is Good Business BUYING AHEAD Is Also Good Business

when Choice Quality Stock of these two Leading Varieties of Evergreens is available.

Why not take advantage of our supply of these varieties and place your order "AHEAD"?

SPRUCE

*MOERHEIMI BLUE (*Picea pungens Moerheimi*)

	Per 10
35 6 to 6 1/2 ft.	\$480.00
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30 4 1/2 to 5 ft.	270.00
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These are all extra nice trees and our usual careful method of handling will assure their arrival in good condition.

We also offer a large and complete stock of the other leading varieties of Evergreens—as well as Ornamental Shrubs, Shade Trees, Roses, Perennials, Fruit Trees, Bulbs, etc.

We will be looking for you at the Convention, and don't forget—you should visit us on your way enroute. We will be expecting you.

"LAKE'S"

SHENANDOAH NURSERIES
SHENANDOAH, IOWA

AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

OFFICIAL JOURNAL

PACIFIC COAST ASSOCIATION OF NURSERYMEN
Largest District Organization in the Trade
ILLINOIS STATE NURSERYMEN'S ASSOCIATION
Leading State Nursery Trade Organization

Published Semi-Monthly by
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ADVERTISING RATES on Application

Advertisements should reach this office by the 10th and 25th of the month previous to the date of publication.
If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., JULY 1, 1930

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalism,"—John Watson.

Sound Distribution

"Distribution has been much stressed, perhaps correctly, by executives, organizations and business analysts as the present main problem of industry. Nevertheless, I am of the opinion that there can be no sound distribution that is not based on sound production.

"To find and serve a market is to presuppose a capacity to produce economically, wastelessly. Buyers have a way of seeking out the producer who best serves them at the factory."—Charles Ault, Auburn, Me.

A Policy Roundly Echoed

"Cultivated Americans, impatient with cheap sensationalism and windy bias, turn increasingly to publications edited in the historical spirit. These publications, fair-dealing, vigorously impartial, devote themselves to the public weal in the sense that they report what they see, serve no masters, fear no groups."—Time Magazine.

BOUGHT ON MERIT

The circulation of the "American Nurseryman" is bought by readers solely on editorial merit. It is never sold through schemes—cut rates, "clubbing," premiums and deferred payments never being employed.

The Mirror of the Trade

A HORTICULTURAL EPIC

The fruit tree conquest of the rigorous winter climate of the upper Mississippi Valley which Nurserymen are to visit this month upon the occasion of the American Association of Nurserymen convention in Minneapolis is referred to in the Farm Journal by H. E. Nichols, horticulturist, Iowa State College. The story dates back to 1799 when Honore van Tesson planted the first apple trees in what is now Iowa.

Van Tesson's trees were snapped off by the cold waves like so many hot house plants. So were all others that were tried for the next sixty years. It was not until the Civil War period that farmers who were beginning to understand something of the methods of adapting plants to new conditions by cross breeding and careful selection began to get results.

Perhaps the whole success of fruit culture in the upper valley is traceable to Peter M. Gideon, aged planter of Excelsior, Minn. It was from seed planted about 1860 that Gideon finally produced the hardy Wealthy apple. But for twelve years he planted and experimented in vain. The production of a successful apple becoming virtually an obsession with him, he and his wife went without badly needed food and clothing in order to send East for new apple seed each year.

H. A. Terry, of Crescent, Iowa, another pioneer of the post-Civil War period produced the widely-known Terry plum under somewhat similar circumstances, growing thousands of plum seedlings and making hundreds of crosses from the wild, rugged and quite inedible fruits he found along the banks of the state's streams.

The first tree to bear the now famous Delicious apple is still standing and producing on the farm of William Landis near Peru, Iowa, and is now in its fifty-seventh year. It was a chance seedling and to this day horticulturists are unable to trace the accident of breeding that enabled it to grow through a succession of winters in which its companions all about it died.

But despite the work of these pioneers, it has only been since 1900 that fruit has been grown generally throughout the region with success. Today the upper valley bids fair to become one of the most lucrative fruit sections.

FRUIT TREE INTERESTS

Fruit tree Nurserymen may logically expect that benefits derived by fruit growers from the aid promised by the Federal Farm Board will be reflected in greater interest in orcharding and consequent renewed demand for fruit trees.

In carrying out the apple project, the Board will assist growers in the development of local and regional cooperative marketing associations looking toward the "handling of the commodity on a national basis." Federal and state agricultural agencies are invited to cooperate in this undertaking. Immediate activities in connection with the apple project are as follows:

1. The Federal Farm Board will encourage and assist in the organization and development of local and regional associations in the apple-growing districts of the Cumberland-Potomac-Shenandoah area, Western New York area, the New England states, the Mid-Western states, and the Mountain states. The Board will aid in strengthening existing cooperatives and will help in the organization of new ones wherever local grower sentiment and conditions are favorable to cooperative development and where the particular project offers reasonable promise of success.

2. Local cooperatives will be encouraged

to unify their marketing activities and establish regional sales agencies with the hope that eventually there will be sufficient co-operative organization of apple growers to warrant the development of a national sales program.

HIGH VALUE OF TREES

A recent fire swept beaches in the vicinity of New York City causing much loss in bungalows and other property. News reports emphasized this loss.

But the greater loss was in the destruction in a few minutes of five trees for the growth of which decades are required. Bungalows will be replaced in a season; burned meadows will soon be greener than ever.

A dry spring, a perfect Sunday, automobiles in all day procession and lighted cigarettes tossed carelessly. A California law requires an ash receiver in every automobile.

It would seem that Nurserymen should be the first on all occasions to sound a warning for the preservation of trees, constantly emphasizing the value thereof as occasion affords. Such education as would thus result would increase interest in tree planting and show what a valuable investment is the price of a high grade Nursery tree.

As It Affects Nurserymen

The Hawley-Smoot tariff bill was passed by Congress, and signed by President Hoover on June 17th, after fifteen months' deliberation. In regard to the bill President Hoover said:

"I do not assume the rate structure in this or any other tariff bill is perfect, but I am convinced that the disposal of the whole question is urgent. I believe that the flexible provisions can, within reasonable time, remedy inequalities; that this provision is a progressive advance and gives great hope of taking the tariff away from politics, lobbying and log rolling; that the bill gives protection to agriculture for the marketing of its products and to several industries in need of such protection."

The bill carries 1,122 rate changes, including 887 increases and 235 reductions. The provisions of the new act which directly affect the Nursery Industry are as follows:

Par. 754. Seedlings and cuttings of Manetti, multiflora, brier, rugosa and other rose stock, all the foregoing not more than 3 years old, \$2 per thousand; rose plants, budded, grafted or grown on their own roots, 4 cents each; cuttings, seedlings and grafted or budded plants of other deciduous or evergreen ornamental trees, shrubs or vines, and all Nursery or greenhouse stock not specially provided for, twenty-five per centum ad valorem.

Par. 755. Seedlings, layers, and cuttings of apples, cherry, pear, plum, quince, and other fruit stocks, \$2 per thousand; grafted or budded fruit trees, cuttings and seedlings of grapes, currants, gooseberries, or other fruit vines, plants or bushes, twenty-five per centum ad valorem.

Robert Pyle, of West Grove, Pa., writes under date of June 2nd from Paris: "I am off for 10 weeks in Spain, France, Germany, Holland, Ireland and Great Britain, to contract with all that's new or good in the Rose game. Sorry to miss the convention."

AMERICAN NURSERYMAN, Chief Exponent twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

Trade Associations Indispensable Factor in Business

"The services performed by trade associations have become an almost indispensable factor in business success," Hugh P. Baker, manager of the Trade Association Department of the Chamber of Commerce of the United States, told the members of the National Association of Purchasing Agents at their recent annual convention in Chicago.

"The trade association," he said, "has become a permanent part of American business life. Conditions are such in industry today, that if for any reason the association serving a particular industry were wiped off the map, in six months doubtless the industry would have to come together again for unified action in meeting its common problems.

"There is plenty of evidence," he continued, "that the trade association has come to stay. In this connection, it is interesting

to note the changing attitude of the bankers of the country toward trade associations. More and more the bankers are coming to determine the credit to be extended business men upon the basis of ability of the business men to get together with his competitors for the sound upbuilding of the business or the industry of which he is a part. Bankers are less and less interested in the little fellow or the big fellow who thinks he can run his business off in a corner by himself without affecting his competitors or without affecting his industry. The fact that the American banker is recognizing the importance of the trade association, is evidence enough that he thinks the trade association has come to stay. Another evidence of the permanency of the trade association is the fact that no large industry in this country is without a trade association."

Plant Patents Now Provided

To the great satisfaction of members of the horticultural industry the Townsend bill, providing for plant patents, has become a law. It grants the exclusive rights for a term of seventeen years to the patentee, to asexually reproduce the plant for which patent rights have been issued. The most important part of the bill reads as follows:

Any person who has invented or discovered and asexually reproduced any distinct and new variety of plant other than a tuber propagated plant, not known or produced by others in this country, before his discovery or invention thereof, and not patented or described in any printed publication in this or any foreign country, before his invention or discovery thereof, or more than two years prior to his application, and not in public use or on sale in this country for more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law, and other due proceedings had, obtain a patent therefor.

The bill also contains a provision which provides for cooperation between the secretary of Agriculture and the Commissioner of Patents. Under the terms of this provision, all of the knowledge and collected information of the Department of Agriculture will be placed at the disposal of the Patent Office. Moreover, the Department of Agriculture will detail to the Commissioner of Patents such officers and employees of the Department as the Commissioner may request for the purpose of carrying the act into effect.

"The purpose of the bill," the Senate report points out, "is to afford agriculture, as far as practicable, the same opportunity to participate in the benefits of the patent system as has been given industry, and thus assist in placing agriculture on a basis of economic equality with industry. To these ends the bill provides that any person who invents or discovers a new and distinct variety of plant shall be given, by patent, an exclusive right to propagate that plant by asexual reproduction; that is, by

grafting, budding, cutting, layering, division and the like, but not by seeds."

The bill had the endorsement of the National Horticultural Council, the American Association of Nurserymen and other national horticultural and agricultural organizations. Says Printers Ink, New York: "It is believed that its passage may have a prompt effect in the way of stimulating advertising in these fields."

The Chief Raspberry

Prof. W. H. Alderman, chief of the division of horticulture, University of Minnesota, announces that the new red raspberry tested under the record number Minnesota No. 223 has been named Chief. There is a limited amount of stock of this raspberry on the market now, but in the spring of 1931 it should be available in Minnesota Nurseries sufficiently for most of the demand. A seedling of Latham, the Chief is declared to be harder, more resistant to disease, a week earlier in ripening, more productive, better quality. The berries are smaller than Latham.

Plant Import Permits

The U. S. Department of Agriculture, after reviewing the conditions which have obtained in the ten years which have elapsed since the promulgation of Federal Quarantine No. 37, embargoing and restricting Nursery stock plants and seed importations from foreign countries, and on the assumption that there has been ample opportunity to build up standard varieties of plants, has prepared a list of quarantines of certain genera which will be admitted under permit, the quantity six or a maximum which may be imported for propagation by a permit in any year. It is left to the discretion of the Department whether or not permits will be granted even for these quantities, the decision resting on whether or not the species desired is a new and rare species or a species not readily obtainable in the United States.

The Riverdale Nurseries and Gardens, Inc., of West Springfield, Mass., was petitioned into bankruptcy by creditors in Federal Court last month. Insolvency was alleged.

Trees vs. Statuary

Under the caption "Trees in Town" the Chicago Tribune recently said editorially:

"London, notorious for its smoke and acrid air, is green with trees of the oriental plane variety. Paris has its trees constricted in small unpaved areas. Other towns find ways to make trees live under hard conditions. But Chicago, we are assured by South Park authorities, cannot make trees grow along the downtown boulevards. The problem is difficult, no doubt, but with science and attention on the job it is worth trying further.

"Trees are the best monuments that a town can have. They are worth more by far than most artificial statues, and work and special care to keep them living and in growth is worth the time and money. East of the I. C. tracks trees will grow. West of the tracks, where they are needed even more, they die now in about two years. Smoke is said to be the cause, but a soil condition, leaking gas mains or other causes that may be corrected more probably underlie these failures.

"Special study and effort should be made to raise these green monuments along the inner boulevards. A row of plane trees along Michigan downtown would be worth many a costly bronze or marble effigy."

Minneapolis Convention Program

(Continued from page 8)

convention will contain a report of the activities of the U. S. Dept. of Agriculture in the developing of new varieties, etc.

Legislative and Tariff Report—William Flemer, Jr., Chairman, Princeton, N. J.

Membership Committee Report—W. J. Smart, Chairman, Dundee, Ill.

Unfinished Business

Report of Nominating Committee

Election of Officers

New Business

Selection of Place of Next Convention

Adjournment

The Hotel Nicollet has been chosen as convention headquarters. Rates there are single room with bath \$2.50-\$6.00; double with bath \$4.00-\$8.00. Among other Minneapolis hotels are the following:

Hotel Curtis, 10th St. and 4th Ave. S., single room with bath \$2.00-\$3.00; double with, \$3.00-\$6.00.

Hotel Lexington, 3rd Ave. S. and 10th St., single room with bath \$2.50-\$6.00; double with, \$4.50-\$10.00.

Sheridan Hotel, Marquette Ave. and 11th St., single room with bath \$2.50-\$3.50; without, \$1.50-\$2.00; double with, \$3.50-\$5.00; without \$2.50-\$3.00.

E. V. Kimbrow, Nurseryman, Willis Point, Tex., regarding the East Texas rose producing district, says:

"The plants looked fine, though the stand was thin. Severe freezes of last January killed about 40 per cent of the roses in this district. Propagation has been limited, due to shortage of cuttings. Most of the rose stock is shipped wholesale to Northern distributors. Certain of the tenderer evergreens were killed almost 100 per cent by the freezes."

ARE YOU PLANNING TO BE IN MINNEAPOLIS THIS MONTH FOR THE ANNUAL CONVENTION OF THE AMERICAN ASSOCIATION?

Interesting Reports on the National Campaign And a Program Full of Lively Trade Topics
REMEMBER THE DATES: JULY 15-17, AT THE HOTEL NICOLLET

Callville Apple Under Test In Yakima Valley

Choicest European Variety Introduced on Pacific Coast By H. M. Gilbert, Yakima, Wash.—Retails on Paris Fruit Stands at Twenty-Five Cents Each

SAYS Elias Nelson in Fruits and Gardens, official publication of the American Pomological Society:

The Callville apple, regarded the choicest variety in all Europe, is being tested in the Yakima valley of Washington by H. M. Gilbert, prominent grower. On his trips to Europe this apple had been observed by him in Paris and other leading continental markets where it is offered to an exclusive trade. Handled with extreme care and packed in cotton, this apple commands on the Paris fruit stands a retail price of 25c apiece.

Its production in Europe is limited and chiefly confined to the Tyrol. The tree is started on dwarf stock and is grown according to the espalier method, and the fruit thinned to 20 apples to the tree. To guard against insect injury, a paper bag is tied over each apple.

Having eaten the apple and been delighted with its flavor, Mr. Gilbert determined to introduce it in this country. The meticulous care with which it is grown in Europe naturally amused him, as he operates an orchard of several hundred acres in the Yakima valley. European horticulturists told him it could not be grown on standard stock nor under ordinary field culture, as it would grow too rank and not set fruit. Of this Mr. Gilbert was skeptical.

In the spring of 1922, when on a European trip he purchased two trees in Paris. The Nurseryman declared that the apple would not succeed in this country. Having kept the roots moist on the return trip, Mr. Gilbert on his arrival in Yakima in July set the trees out on his home place. One of them survived and furnished scion wood for propagation. As far as is known, this is the only importation of the variety into this country.

In the spring of 1923 a young Winesap tree in his Wiley Heights orchard was top-worked to the new apple. Later the original tree was moved and planted near it. Being on dwarf stock, the imported tree grew little and was only six feet high in the fall of 1923. However, it was heavily loaded with fruit. On the other hand, the top-worked tree was twelve feet high and

Frequent American Visitor

Among European Nurserymen who visit American Nurseries none is better known than John Dykhuis of Felix & Dykhuis, Boskoop, Holland. He was at the annual convention of the Illinois Nurserymen's As-



JOHN DYKHUIS, Boskoop, Holland
Of Felix & Dykhuis, Nurserymen

otherwise of large size. It had made a larger growth than any tree in the orchard. It carried several boxes of apples and had set fruit buds as abundantly as could be desired.

As grown in the Yakima valley on standard variety, the Callville apple has exceedingly ample foliage and makes a more vigorous growth than any standard variety. In habit it resembles the White Winter Pearmain and the Winter Banana. Mr. Gilbert has a hunch that he may be obliged to grow it on poor land to obtain proper keeping quality and has already several trees on shallow land. In 1929 these were heavily loaded with apples and fruit buds were set in abundance for next year's production. The keeping quality of the fruit as grown under various conditions is now being tested by him. In

sociation in Chicago a few months ago. He has been a frequent attendant of the national conventions in times past.

The Horticultural Trade Journal (British) in a recent issue said:

Mr. John Dykhuis is a partner in a firm well-known to horticulturists in this country as exporters of the cultures for which Boskoop is famed. He received his training in Dutch and German horticultural schools and also in Nurseries on the Continent, in America and in England prior to taking up a position in the Nurseries of Mr. Felix, Boskoop. It was not long before the two entered into partnership, in the year 1903, and since that year, except for the war period, the firm's business has steadily advanced, until now the Nurseries are amongst the largest in Boskoop.

The Nurseries conform to the style of those in the Boskoop district, symmetrical patches of land intersected by canals which are employed to transport produce in small barges to the packing sheds, and again, from the sheds to the depot for shipment to all parts of the world. In one respect the firm's Nurseries differ from most, in that a wider range of subjects is cultivated than is generally the case.

It is chiefly as growers of rhododendrons, azaleas, lilacs and conifers that Messrs. Felix and Dykhuis are best known, but there are extensive breadths devoted to roses, hydrangeas, climbers, trees and shrubs, hardy perennials and rose and fruit stocks.

Europe the apple is reputed to keep a long time in common storage.

When picked the apple is green, but as it matures in storage takes on a beautiful saffron yellow color. In Europe a blush on the apple is unknown, but in the bright sunshine of the Yakima valley the apple when in direct sunlight displays a red cheek like that of the Winter Banana.

The apple is somewhat flattish and has five prominent points as the Delicious. On some of the fruits these points are divided, hence the apple appears to have ten. When picked, the apple is as hard as a Newtown. The flesh has a melting quality and the flavor somewhat resembles that of the Bellflower and the Spitzenburg, but is not quite that of either. The introducer insists that in sprightliness or flavor and pearly finish, the Callville apple is not excelled by any commercial variety in this country.

ORNAMENTALS IN CAR LOTS

We are the largest source of supply in the Central West.

Get our quantity prices as they will please you.

ONARGA NURSERY COMPANY

A. J. & H. B. CULTRA, Proprietors, Onarga, Ill.

Wayside Gardens

HARDY PERENNIAL PLANTS
EXCLUSIVELY

Write for Trade List.

THE WAYSIDE GARDENS COMPANY
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SEEDLINGS

Clean Coast Grown

We are now ready to book your Seedling orders for

APPLE—Straight or Branched
CHERRY—Mazzard or Mahaleb
PEAR—French, Ussuriensis or Winter Nelia
PLUM—Myrobalan
ASH—European Mountain
BIRCH—European White
ELM—Chinese or Siberian
HAWTHORNE—Crataegus oxyacantha
MAPLE—Norway

Order now and make sure of your supply

GENERAL NURSERY STOCK AND NURSERY SUPPLIES

Portland Wholesale Nursery Company

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Largest and Best Supply of GRAPE VINES CURRANTS GOOSEBERRIES

in all old and new varieties and grown in the famous Chautauqua-Erie Grape Belt.

Sixty years' experience in growing and furnishing strong, fibrous roots of well-known HUBBARD COMPANY grade.

Prompt shipment.

Attractive prices made on quantity lots.

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50 four-color process prints from photographs.
40 Evergreen pictures, 10 Shrub pictures. Size
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Leather, \$4.50. Post-paid. Great help in selling. Order
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D. Hill Nursery Co.

Evergreen Specialists - Largest Growers in America
Low 402 DUNDEE, ILL.

PEONIES

We wish you all could have seen our field this year—tens of thousands of blooms to revel in and over two hundred varieties to study. The beautiful *Therese* is our favorite and we now have a large quantity that warrants our popular price. **COLE'S** stock is clean and healthy—the kind of roots that bloom.

Here are prices for strong 3 to 5 eye divisions in a few varieties:

	Per 100		Per 100
Albatre (Avalanche)	\$18.00	Marguerite Gerard	27.50
Albert Crousse	27.50	Marie Lemoine	35.00
Alexander Dumas	20.00	Mikado (Fine Red Jap)	90.00
Compte de Gomer	30.00	Modeste Guerin (true)	27.50
Couronne d'Or	25.00	Mons. Jules Elie	35.00
Delicatissima	18.00	Mons. Martin Cahuzac	90.00
Edulis Suerba	25.00	Octavie Demay	25.00
Eugenie Verdier	30.00	Princess Beatrice	18.00
Eugene Bigot	40.00	Rubra Superba	27.50
Felix Crousse	32.50	Simonne Chevalier	35.00
Festiva Maxima	18.00	The Moor (Fine single Red) ..	55.00
Grandiflora	35.00	Theresa	100.00
Karl Rosenfield	40.00	Triumphe de L. Expo. de Lille.	20.00
La Tulipe	20.00	Umbellata Rosea	18.00
Mme. de Verneville	18.00	Red	18.00
Mme. Emile Galle	25.00	White	14.00
Mme. Geissler	30.00	Pink	14.00

LARGER QUANTITIES AT SPECIAL PRICES, ALSO

QUALITY SHRUBS, SHADE, EVERGREENS, FRUITS, IN FACT

"Everything that's Good and Hardy"

THE COLE NURSERY COMPANY

Forty-nine years at Painesville, Ohio

PORTLAND ROSES

2-Year, Field-Grown, Budded Stock

BROADLEAVED EVERGREENS CONIFERS
FLOWERING SHRUB ROCK PLANTS
HARDY PERENNIALS HARDY VINES

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DERRY, N. H.

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MOSAIC-FREE STOCK—RELIABLE

ANDREWS NURSERY CO., Faribault, Minn.



Japanese Roseflowering and Weeping
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All Sizes

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Write for 88-page Wholesale Catalog

Illustrating over 500 Hand Tools

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PIQUA

OHIO

PEONY ROOTS

Good, plump, freshly dug plants, ready for delivery on September 1st. Mixed kinds, 2-3 eye size, \$50 per 1000; named kinds, \$55 and up; 3-5 eye size \$70 and up. Write for price list, now ready

W. L. LUX, Route 10, Topeka, Kan.

THE AMERICAN ASSOCIATION OF NURSERYMEN

Is accomplishing much for the Nursery Trade.

With a record of fifty-three years of service.

Practical departments and active committees.

National conventions of inestimable value.

President—A. M. Augustine, Normal, Ill.

Write **CHARLES SIZEMORE, Secretary, Louisiana, Mo.,** for full particulars.

CONVENTION DATE: JULY 15-17, 1930, HOTEL NICOLLET, MINNEAPOLIS, MINN.

Unite with Seven Hundred Representative Nurserymen throughout the country to protect your interests and advance your business. Only Nurserymen of high ideals are eligible to membership.

Vice-President—John Fraser, Huntsville, Ala.

Welcome Extended to Visiting Nurserymen

Hotel Del Otero Famous Resort

The program committee of the A. A. N. has arranged a sight seeing trip on Monday afternoon, July 14th, to Lake Minnetonka ending at Spring Park, where a picnic supper will be served at beautiful Hotel Del Otero. This hotel "in the land of sky-blue waters" is known to many, far and near, as one of the most delightful summer resorts of the entire country. There will be bowling, dancing, bathing, etc. Golf enthusiasts will be taken care of the same afternoon at the Minnetonka Golf Club. After their game they will join the rest of the Nurserymen at Spring Park.

On Tuesday afternoon a fifty-mile trip, visiting Minneapolis and Saint Paul Parks has been arranged for. We know everyone will enjoy the plans we have made for them. We invite all Nurserymen to visit Minnesota next month.

RUEDLINGER NURSERY
C. N. Ruedlinger, Secy.

Minneapolis, Minn.

Lake City Nurserymen Await

The Minnesota Nurserymen will, of course, try to put on their best clothes for the Minneapolis convention which means so much to them. It is the first time that the Northwest will have the privilege of entertaining the Nurserymen from all over the country.

In this beautiful section of the Mississippi valley, which is the gateway to the Twin

Cities, we welcome the visiting Nurserymen and hope they will enjoy the wonderful Minnesota scenery and climate with us. The main Highway No. 3 is part of the transcontinental highway from Chicago and west. U. S. Highway 61. As you know, the individual states have their own numbers, but above these, routes are designated as U. S. Highways. From LaCrosse No. 3 is generally conceded to be the most scenic highway in the West. It follows the Mississippi river on the Minnesota side winding in through bluffs and pleasant valleys on its way through Lake City to Minneapolis. The Lake City Nurserymen will be ready and glad to do anything they can to facilitate brother Nurserymen in their trip to the Twin Cities. We are planning to erect signs which will assist them in their journey. Welcome.

THE LAKE CITY NURSERIES, INC.
Bj. Loss, Pres.

Lake City, Minn.

Will Welcome A. A. N. Visitors

The Clinton Falls Nursery Company located at Owatonna, Minnesota, will be glad to welcome all visitors to the Minneapolis Convention and show them about their Nurseries. Owatonna is located seventy miles south of the Twin Cities on paved highway No. 1 (U. S. Highway No. 65) and those driving from the south or east will likely take this route. Highway No. 40 joins No. 1 at Owatonna and No. 7 also

passes through going east and west. There are also excellent bus and train connections running between Owatonna and Minneapolis for those who go by train.

CLINTON FALLS NURSERY CO.
Owatonna, Minn.

EASTERN NURSERYMEN'S ASSOCIATION

H. L. Haupt, Hatboro, Pa., Secy.

A delightful outing for the Eastern Nurserymen is being planned for August 20th, following a business meeting of the Association at Hotel Du Pont, Wilmington, Del., the day before. The Nurserymen will be the guests of the Towson Nurseries, York Road, Towson, Md. William C. Price, vice-president of the Towson concern, states that prominent seepakers are being procured and games of various kinds planned for the afternoon's entertainment. Joseph S. Merritt, of Baltimore, will assist the Towson Nurseries in plans for the occasion.

COMING EVENTS

July 8-11—Pacific Coast Association of Nurserymen, Sir Francis Drake Hotel, San Francisco, Cal.

July 15-17—American Association of Nurserymen, Hotel Nicollet, Minneapolis, Minn.

Sept. 1930—Kansas Nurserymen's Ass'n., at Kansas Evergreen Nurseries, Manhattan.

Sept. 1930—Arkansas Nurserymen's Ass'n., Fayetteville.

Sept. 10-11—Southern Nurserymen's Ass'n., Norfolk, Va.

Sept. 9-14—Atlantic City Flower and Garden Pageant at Atlantic City Auditorium.

A REAL Nursery Salesman will WORK for YOU!



CONIGISKY'S HAND-COLORED VIEWS

The men who are now struggling along with a few orders a week, can be made into real Producers with

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Yes, you can secure and keep not only one but a strong force of real salesmen, if you will give them good tools to work with.

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You can get them by furnishing your Salesmen with Landscape Plate Books. All the worth, the beauty and the glory of your stock is shown in striking and vivid detail in

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For only \$2.00 we will send you one Compact Folder of twelve hand-colored views, showing shrubs and evergreens, also two of our famous Plan Landscape Views and a large sheet of twelve plans for modern Porch Planting. Regular price of this material is \$6.70.

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FOR TRADE
ADVERTISEMENTS

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1st of Month Issue

First Forms: - 23rd each month
Last Forms: - 25th each month

15th of Month Issue

First Forms: - 8th each month
Last Forms: - 10th each month

If proofs are wanted, copy should be in hand previous to above dates

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SCARFF'S NURSERY

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Small Fruit Plants

And Lining Out Stock

Grown In the Heart of Ohio

Berry Plants — Ornamentals
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in Lining Out Sizes

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NEW CARLISLE, OHIO

BRISTOL'S TREES

Northern-grown, Hardy Evergreens

Forest and Ornamental Stock,

especially Red Pine

H. R. BRISTOL, Plattsburg, N. Y.

Specialists

Growing

ONE AND TWO YEAR APPLE

Also

ONE YEAR AND

JUNE BUDDED PEACH

Attractive prices — excellent stock guaranteed. All standard varieties warranted true to name. It will pay you to figure with us on requirements. WRITE

Cumberland Valley Nursery Co.
McMINNVILLE, TENN.

YAKIMA VALLEY GROWN SEEDLINGS

THE EMBARGO IS NOW ON

Order Early

Let us quote you on

Apple Seedlings, French Pear, Japan Pear,
Ussuriensis, Mahaleb and Myro

W. N. Co. choice, vigorous, healthy, hardy, thoroughly matured seedlings grown in our clean, volcanic ash soil with moisture under control have made good. You are taking no chances when you buy them.



Small portion of our seedling block

YOU CAN MAKE MONEY ON THESE ITEMS TOO

BIRCH, Cut Leaf Weeping
BOX ELDER, Variegated Leaf
CRAB, Flowering

Bechtels, Sargent, Atrosanguinea
Niedzwetzkyana, Parkman,
Toringo, Scheideckeri

ELM, Moline
Camperdown Weeping

ELM, Siberian or Chinese

Vase

LOCUST, Rose or Moss
Pink Flg., Decasineana

MAPLE, Globe
Norway

Schwedleri

MOUNTAIN ASH, Weeping

MULBERRY, Tea's Weeping

PRUNUS, Blireana

Cistena

Triloba

THORN, Paul's Double Red

ALMOND, Pink Flowering

White Flowering

Etc., Etc.

WASHINGTON NURSERY COMPANY,

TOPPENISH, WASH.

RHODODENDRONS AZALEAS KALMIAS AND HEMLOCKS

We can supply fine collected plants of the above in any quantities and sizes. We collect these plants from a tract of 16,000 acres owned by the Linville Improvement Co., which has an elevation of four to six thousand feet.

LINVILLE NURSERIES

"Crest of the Blue Ridge Mountains"
LINVILLE, N. C.

L. A. & P. J. A. BERCKMANS, Associates,
AUGUSTA, GA.

Formerly of the firm of P. J. Berckmans Co.

Samples of our stock will be displayed at the Nurserymen's Convention in Minneapolis, July 15, 16 and 17, 1930.

Representatives:
NELSON MACRAE, (President)
L. A. BERCKMANS

1930-1931

POLYANTHA ROSES

in assorted colors should be included in all new lists.



Howard
Rose
Company
Hemet, California

WE INVITE YOU TO VISIT US
at Princeton

PRINCETON NURSERIES

Wm. Flemer's Sons, Inc.
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SPECIALTIES—Small Fruit Plants

Grape Vines, Currant, Gooseberry, Red and Black Raspberry suckers and Trans. Strawberry, Rhubarb, Asparagus.

L. J. Rambo's Wholesale Nursery
Bridgman, Michigan

We Offer--

Cherry, 1 and 2 years

Apple, 2 years, all grades

Peach, mostly lighter grades

Pear, 1 and 2 years

Shade and Ornamental Trees

Apple and Pear Seedlings

Forest Tree Seedlings

Apple Grafts, Whole and Piece Root.

We have an unusually fine stock of *Hydrangea Paniculata Grandiflora*, 2 to 3 feet, and 18 to 24 inches. No mixtures. They have been grown to stakes and are straight and nice to handle.

Have a large supply of *Spirea Vanhoutte*, 3 to 4 feet and smaller. All choice plants.

Amoor River Privet, all grades.

Let us price your wants in any of the above.

J. H. SKINNER & CO.

TOPEKA, KANSAS

"We Ship 'Em Quick"

HARDY SHRUBS, ROSES, PRIVETS, FRUIT TREES, GRAPE VINES and SHADE TREES. CUT LEAF WEEPING BIRCH, A SPECIALTY
CHAMPION NURSERIES
PERRY, OHIO

WANTED

We are short on the following: Strawberry, Raspberry, Grape, Plants, Roses and all Perennial Plants; Evergreens, Shade Trees, Flowering Peach and Cherry Trees; Shrubs of all kinds; Fruit Trees. The exceedingly dry weather ruined our growing stock. Send us wholesale catalog and price list.
UNITED STATES NURSERIES
Wholesale and Retail.
Livewood Station, Detroit, Mich.

A Nurseryman writes



Wm. Kraft
Nurseryman
Cincinnati, Ohio

"Your course pulled me out of the rut to financial success. It has put me in position to associate and do business with the best people. It has been worth many times its cost. I can truthfully recommend your school to any one who wants to take up landscape gardening."
(Signed) WM. KRAFT

You, Too, Can Easily

BECOME A

LANDSCAPE ARCHITECT

AT HOME BY MAIL

There is no better or quicker way for a Nurseryman to increase his profits than by becoming a Landscape Architect. Our home study course is very easily mastered by men with nursery experience and without interfering with present work.

OPPORTUNITIES ARE UNLIMITED
You'll find success, prosperity and happiness in this uncrowded profession, and it will greatly increase the earnings of your nursery business.

SEND FOR FREE BOOKLET

It gives complete details regarding our course and tells you how you may get started in this profitable field. Write us today.

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The Westminster Nursery

Westminster, Md.

Offers in carload lots or less:

CALIFORNIA PRIVET

One and two year grades

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One and two year grades

SHRUBBERY AND PERENNIALS

In excellent assortment

EVERGREENS

A large supply of *Thuja Pyramidalis*, also lining out stock.

Attractive prices will be quoted. Send us your want list.

Wireless Paper Labels

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Samples Free

OHIO NURSERY COMPANY

Elyria,

Ohio

YOUR BUSINESS ANNOUNCEMENT THE YEAR AROUND IN

The Mirror of the Trade

AMERICAN NURSERYMEN

Read from Cover to Cover

Will protect your interests in a medium used regularly by competitors and you need give the matter no further thought knowing that your sign is displayed day and night from coast to coast as Nurserymen repeatedly turn these pages in reference.

\$2.50 per column-wide inch per month (TWO INSERTIONS) and on yearly term.

Forms close: 10th and 25th

AMERICAN FRUITS PUBLISHING CO.

P. O. Box 124, Rochester, N. Y.

Nursery Trade Bulletin

Incorporated—McNeill Flower Gardens, Inc., Roanoke, Va., \$25,000. Samuel T. Rhodes, president, Roanoke. To own, lease and operate a general flower and Nursery business.

Trees and Lightning—C. C. Lawrence of the Bartlett Tree Expert Company says, concerning trees and lightning: Trees in the open are in more danger than those in the dense forest. Trees growing in moist soil are better conductors for lightning than those in dry soil. Sound trees are less likely to be damaged than those with rotten wood.

The oak is struck more frequently than any other tree, the pine next.

Famed For Blooms—At the Seabrook Nurseries, Seabrook, N. H., the very choicest of flowers are grown in abundance. Open to inspection at all times the Nurseries are a great attraction to motorists passing over the Lafayette highway.

Among florists and horticulturists Louis G. Rowe, proprietor, is well known, and on numerous occasions has been awarded trophies for prize blooms. His gladioli are noted throughout the east and have been awarded many prizes.

Fruit Fly Fight Resumed—The U. S. Department of Agriculture in cooperation with the State Plant Board has resumed work in Florida on the Mediterranean fruit fly problem, Secretary of Agriculture Hyde announced recently. The funds at the disposal of the Department will permit spraying or cleanup work only where actual infestations occur. This work will be done under authority of the State Plant Board.

The intensive cleanup and spray work must be carried out by the growers with the Department giving such assistance as is possible in the way of information and service. Intensive inspections will be continued. It is hoped that after a reasonable period restoration of badly infested areas to the status of areas to Zone 2 may be effected so that stringent quarantine measures may be lifted. The progress of the restoration, according to Mr. Hyde, will depend in no small measure upon the condition of neglected and abandoned properties and upon the thoroughness and diligence with which the cleanup and spray work are accomplished by growers, shippers, and owners and occupants of residence properties.

Say you saw it in "American Nurseryman"

Flower and Garden Pageant

The first national Atlantic City Flower and Garden Pageant is to be held in the Atlantic City Auditorium (largest in the world) September 9-14th.

Preliminary schedule and premium list has been mailed out; the final list will be published in July. Any one interested may procure copy thereof by addressing J. W. Johnston, Managing Director, 383 Bourse Bldg., Philadelphia, Pa.

The annual meeting and exhibition of the American Rose Society will be staged September 11th in conjunction with the Pageant. This day, in the Pageant Week, will be known as American Rose Society Day.

Among societies participating in the Pageant are: New Jersey Nurserymen's Association, Pennsylvania Horticultural Society, American Dahlia Society, Federated Garden Clubs of N. J.

Seattle Concern Expands—Announcement was made last month of the purchase by Malmo & Co., Seattle, Wash., of a triangular city block for construction of a quarter-million-dollar 10-story building to be known as Garden Square.

The new permanent location follows the steady growth of Malmo & Co., pioneer Seattle Nurserymen and seedsmen, since the company was founded 37 years ago by Charles Malmo, president. The new location will balance the company's present holdings of 25 acres at Georgetown and the 73-acre Nursery near Kent.

Clarence Malmo is vice-president and general manager of the organization; Prescott Malmo, secretary. The company reports that despite unusual weather conditions early this season it sold and shipped more goods this spring than during any previous similar period.

Mr. Searle Out for Another Record

George Searle, Process Color Printing Co., Rochester, N. Y., whose hobby for "eating up the miles" while automobilizing is well-known, announces that he is laying plans for a two-day trip to the Minneapolis convention. From Rochester to Lake Michigan the first day, across the lake by ferry in early morning and over to St. Paul and Minneapolis for dinner—just a lovely little trip to start off a busy, full-up convention week! However, this two-day schedule may be extended by visiting friends en route. He believes in "going places and doing things" with his car. Ask

Insect War Begins

Preliminary plans for the summer campaign against the Japanese beetle, the European corn borer, and other devastating insects found in the Commonwealth have been announced by R. H. Bell, director, Bureau of Plant Industry, Pennsylvania Department of Agriculture.

While the Japanese beetle quarantine area was extended this spring to include all or portions of 15 more counties than were affected a year ago, a greater part of this new area has been designated as the "lightly infested area."

In the generally infested area restriction will be continued practically the same as in the past with the one additional rule that Nursery and ornamental stock cannot be moved to or through the lightly infested area without certification.

Road patrols started work about June 15. They are stationed at the edge of the generally infested area. The same policy of soil treatment for isolated infestations will be followed this year as before.

Scouting for new beetle infestations will be done, as in the past, largely by the Federal Government. It is expected also that the Federal office will continue the policy of liberating parasites at all outlying points where the beetle infestation is sufficient to support the parasites.

him to tell you about his one-day trip to Harrisburg and back to keep a one-o'clock appointment there; when he woke up that fine spring morning to find a belated snow storm paying the east a visit and leaving as a souvenir some "slippery" highways. He can relate a whole repertoire of movie thrillers.

IT COSTS LESS THAN 21 CENTS A MONTH TO KEEP IN TOUCH WITH THE TRADE THROUGH A REAL NURSERY TRADE JOURNAL.

WIREBOUND Boxes and Crates

Save ON ORIGINAL COST ASSEMBLING FREIGHT AND EXPRESS THEFT AND DAMAGE CLAIMS

We manufacture boxes of any size up to 90" in length, of 3-16" or 1-4" resawed birch.

We are supplying shipping containers for shipment of nursery products from strawberry plants to trees, numbering among our customers the largest nursery in the country.

SEND US YOUR INQUIRIES!

WISCONSIN BOX COMPANY

WAUSAU,

WISCONSIN

Wisconsin Box Co.,
Wausau, Wis.

We are interested in shipping containers. Please send us further information.

Name

Address

THE MONROE NURSERY

ESTABLISHED 1847

A complete line of
FRUIT AND ORNAMENTAL NURSERY STOCK
including
PEONIES AND PERENNIALS

Send us your want list for quotations.

I. E. ILGENFRITZ' SONS CO.
Monroe, Michigan

Manufacturers of Ilgenfritz Planting Machines and Digging Plows

Source of **RELIABLE** Nursery News

Is the Nursery Trade Journal

Exclusively for Nurserymen

Those who are content
with a side issue
Get side issue results

The only publication in America devoted to the Nursery Trade in general as a Main Issue is the

AMERICAN NURSERYMAN

YOU CAN MAKE MONEY with these Specialties

BUDDLEIA FARQUHARI
DESMODIUM PENDULIFLORUM
KERRIA JAPONICA FL. PL.
EUONYMUS COLORATA
TALISMAN ROSE

Complete Assortment of

**Fruit and
Ornamental Stock**
WILLIS NURSERY CO.
Wholesale Nurserymen
OTTAWA, KANSAS



CATALOGS

Are you satisfied with your present catalog? We are producers of some of the most successful catalogs in the country. Write and get our ideas before placing your order for your next catalog. Glad to send you samples without obligation.

The L. W. Ramsey Company

Advertising for Nurserymen

430 Union Bank Bldg. Davenport, Iowa



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MARKERS**
Plant Stakes
Nursery Markers
Row Markers
Plot Markers
Plant Labels

All made of galvanized steel.
Last for years. Readily changed
to make different markings.
Card is glass covered. Let us
help you mark your stock with
certainty and economy.

Plant Stake
Card 1 1/4 x 3 in.
**NO WOOD STAKES
TO PREPARE
NO PAINT TO PEEL**
Use Perfection Mark-
ers and be absolutely
certain!
A trial will prove their
worth.

Write for descriptive
literature and remarkably
low prices.

S-W SUPPLY CO. Nursery-Plot-Row-Markers
Girard, Kansas Card 2 1/2 x 4 1/2 inches

MAILING LISTS

Commercial Fruit Growers at \$10.00 per M.
Commercial Vegetable Growers, \$10.00 per M.
12,000 Largest Commercial Fruit Growers in
Middle Atlantic and New England, \$100.00.
25,000 Commercial Apple Growers, \$225.00.
22,300 Commercial Citrus Growers, \$10 per M.
1,000 Up. Names taken from original nursery
inquiries and orders, \$10.00 per M names.
Addressed on customers' envelopes at
1,000 Up. Agents and Salesmen, experienced
in selling Household Supplies, Extracts,
Insurance, Nursery Stock, Farm Lines, etc.

Mostly small town and rural Specify states
desired when ordering. Price \$10.00 per M.
Mailing Lists of over 12,000 Classifications.
Send today for copy of Complete Price List
F. D. PICKENS CO. JANESVILLE, WISCONSIN

WESTCOTT NURSERY CO.
Falls Church, Va.

400 Acres of
EVERGREENS, SHRUBS, TREES
Write for Price List

AMERICAN NURSERYMAN, Chief Exponent.
twice a month \$2.50 per year. Three years, \$6.
Canada, abroad, 50c extra per year.

Hardy New England Grown—Best By Test KELSEY-HIGHLANDS NURSERY EAST BOXFORD, MASSACHUSETTS

NOW is the time to think about your needs for August and September.
Our Stock is "individually grown." Every Nurseryman knows what this means—plenty of
light, air and nourishment to produce sturdy specimens out of each plant.
Send for our Special Trade List Number 5. If you are interested in any particular items in
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For Fall shipment we have an excellent and interesting supply of stock, including:
ABIES CONCOLOR, White Fir, 12-18 in., B&B; 2-3 ft., B&B; 3-4 ft., B&B.
ABIES FRASERI, Fraser Fir, 3-6 in., Transplanted; 6-9 in., Transplanted; 12-18 in., Twice
Transplanted, B&B.

AZALEA ARBORESCENS, Sweet Azalea, 12-18 in. Light Clumps B&B, 18-24 in. Strong Budded
Clumps B&B, 2-3 ft. Strong Budded Clumps B&B.

AZALEA VISCOSA, Swamp Azalea, 12-18 in.; 12-18 in. Clumps B&B; 18-24 in. Clumps B&B.

CARPINUS CAROLINIANA, American Hornbeam, 2-3 ft.

CHAMAECYPARIS OBTUSA, Hinoki Cypress, 18-24 in. B&B; 2-3 ft. B&B

CHRYSANTHEMUM COREANUM, Korean Chrysanthemum, strong plants and clumps.

CRATAEGUS CORDATA, Washington Hawthorn, 1-2 ft., 2-3 ft.

ENKIANTHUS CAMPANULATUS, Redvein Enkianthus, 12-18 in., 18-24 in. B&B.

EUONYMUS ALATUS, Winged Euonymus, 12-18 in.

EUONYMUS RADICANS COLORATA, 6-12 in., 12-15 in.

JUNIPERUS COMMUNIS DEPRESSA, Prostrate Juniper, 12-18 in. Twice Transplanted B&B;
18-24 in. Twice Transplanted B&B.

JUNIPERUS VIRGINIANA, Redcedar, New England Type, 18-24 in. Twice Transplanted, B&B;
2-3 ft. Thrice Transplanted B&B.

KOLKOWITZIA AMABILIS, Beautybush, 9-12 in., 12-18 in.

LARIX DAHURICA, Dahurian Larch; europaea, European Larch; and leptolepis, Japanese Larch,
up to 3 ft.

MALUS, the Flowering Crab—many varieties. Sizes up to 6 ft.

PACHYSTIMA CANBYI, Canby Pachistima, 3-6 in.—excellent for Rock Garden Work.

PICEA CANADENSIS, White Spruce, 2-3 ft. B&B; 3-4 ft. B&B.

PICEA EXCELSA, Norway Spruce, 2-3 ft. B&B; 3-4 ft. B&B.

PICEA PUNGENS, Green Colorado Spruce, 12-18 in. Twice Transplanted B&B; 18-24 in. Twice
Transplanted B&B.

PINUS DENSIFLORA, Japanese Red Pine, 2-3 ft. B&B; 3-4 ft. B&B.

PINUS MONTANA MUGHUS, Mugho Pine, 9-12 in. Twice Transplanted; 12-18 in. Twice Trans-
planted B&B; 18-24 in. Twice Transplanted B&B; 2-2 1/2 ft. Thrice Transplanted B&B.

PINUS NIGRA, Austrian Pine, 18-24 in. Twice Transplanted B&B; 2-3 ft. B&B; 3-4 ft. B&B.

PINUS PONDEROSA, Western Yellow Pine, 4-5 ft. B&B; 5-6 ft. B&B.

PINUS RESINOSA, Red Pine, 2-3 ft. B&B; 3-4 ft. B&B.

PINUS STROBUS, White Pine, 3-4 ft. B&B.

PINUS SYLVESTRIS, Scotch Pine, 2-3 ft. B&B; 3-4 ft. B&B.

PRUNUS TOMENTOSA, Nanking Cherry, 1-2 ft., 2-3 ft., 3-4 ft., all Transplanted Stock.

SORBUS AMERICANA, American Mountainash, 3-4 ft., 4-5 ft.

SORBUS AUCUPARIA, European Mountainash, 4-5 ft., 5-6 ft., 6-8 ft., 8-10 ft.

SYMPHORICARPOS CHENAUILLI, 1-2 ft. Transplanted.

SYMPHORICARPOS VULGARIS, Coralberry, 1-2 ft. Transplanted; 2-3 ft. Transplanted.

VIBURNUM AMERICANUM, American Cranberrybush, 2-3 ft. Transplanted.

VIBURNUM DENTATUM, Arrowwood, 2-3 ft. Transplanted Clumps 3-4 ft., 4-5 ft.

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18-24 in. and 2-3 ft.

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LITERATURE

Exploring For Plants, by David Fairchild. A Macmillan Company production. Large 8 vo. pp. 591, with 190 half-tone illustrations from photographs taken by the author. \$5.00 postpaid. American Fruits Publishing Co., Rochester, N. Y.

From time to time Nurserymen and horticulturists generally learn of the highly interesting, practical results of the activities of U. S. Dept. of Agriculture plant hunters in foreign countries. Usually this information is in the form of lists of plant material, seeds, etc., procured for testing in this country, and lantern slides for instructive addresses.

In the book under review we have a graphic account in the form of notes of the Allison Vincent Armour Expeditions for the U. S. Dept. Agr. in 1925, 1926 and 1927—a personal narrative of a scientist's adventures in Sumatra, Java, Ceylon, Morocco, Algeria and the west coast of Africa. The scenes and experiences in these out-of-the-way concerns of the world are the descriptions of one who has been over the ground more than once and therefore have the added interest and value of experienced observation; for Dr. Fairchild is one of the noted plant hunters of the world. To have the privilege of the author's own account of his remarkable experiences during his three years' cruise, in highly interesting detail and with his own camera reproductions, is an exceptional appeal not only to horticulturists, botanists and garden makers but also to general readers.

The Office of Foreign Plant Introduction, a part of the Bureau of Plant Industry, U. S. D. A., owes much to Dr. Fairchild who has devoted the best years of his life to its upbuilding and maintenance. It has furnished the funds and personnel to care for the thousands of new plants which the expeditions have brought to this country. The

really valuable results of the years of travel and work which this book describes are growing up into trees and plants from Panama to the Puget Sound.

The descriptions of the thousands of plants introduced have been recorded officially in the printed "Inventories of Plant Material Introduced by the Office of Foreign Plant Introduction" which constitute the report of the expedition's activities. What this book covers is a compilation of the general observations and incidents of travel in popular form, every page bristling with intimate account of that which interests the general reader recorded by a seasoned traveler.

Dr. Fairchild was born in 1869 on the campus of the Michigan State Agricultural College, first institution of the kind in this country. At 24 he began his studies in the botanic gardens of Europe. His first visit to the tropics was in 1895; two years later he inaugurated the plant explorations which resulted in the present Office of Explorations. He is a member of leading botanical and horticultural societies in this country and abroad. His home is in Coconut Grove, Fla.

"Exploring for Plants" is the kind of book that is likely to be found in the library of the progressive Nurseryman, in company with "Patio Gardens," "Gardening in the Lower South," "Pioneers of Plant Study," all Macmillan Company productions.

Mystery Dispelled—"There has been a great air of mystery about producing the hyacinth bulb," says David Griffiths of the U. S. Department of Agriculture, in Circular 112-C, "The Production of Hyacinth Bulbs," just published by the department. The circular is devoted to dispelling this air of mystery and explains in simple terms the essentials of the process as revealed in 12 years of experience in hyacinth bulb production at the Arlington Farm near Washington, D. C., and in the department bulb station in the Puget Sound area at Bellingham, Wash.

Values Lists for British Nurserymen—Copies of the Horticultural Trades Association Recommended Minimum Nursery Values Lists for Fruit Trees and Rose Trees for the season 1930-31 were posted to H. T. A. members the first of last month.

C. B. Miller and S. A. Miller, of the Milton, Ore., Nursery Co., left last month on their annual business trip east. C. B. Miller is covering the trade on the Atlantic coast, S. A. Miller the middle west territory. Messrs. Miller will attend the A. A. N. convention before returning home.

Four new members have been added to the American Association of Nurserymen: Herbert Chase Nurseries, 160 E. Nebraska St., Escondido, Cal.; North Platte Nurseries, Inc., North Platte, Neb.; Wheeling Nurseries, Wheeling, Ill.; Meredith Pub'g. Co., Des Moines, Iowa.

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Strong on: American Elm, Soft Maple,
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SHRUBS—Good Assortment
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Want Advertisements

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at once experienced **LANDSCAPE SALESMEN.** Excellent territory with a well established nursery. State salary, experience and reference.

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WANTED—Competent Nursery manager and also capable and experienced nurseryman.

Two good opportunities for men who can qualify.

LITTLE TREE FARMS
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AMERICAN NURSERYMAN RENEWALS

IT IS THE POLICY OF THIS COMPANY TO DISCONTINUE MAILING COPIES OF THE JOURNAL IMMEDIATELY UPON EXPIRATION OF SUBSCRIPTION. RENEWALS OF SUBSCRIPTION SHOULD BE MADE BEFORE EXPIRATION IF FILES ARE TO BE KEPT INTACT, AS BACK NUMBER SUPPLY IS LIMITED. WATCH THE DATE.

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Welcome is always on the door mats at our Newark and Shiloh nurseries.

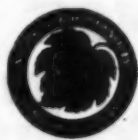
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Cordially,

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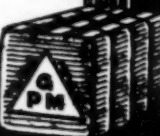
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GRAFTED EVERGREENS (Grafts)

	Each
JUNIPERUS	100
Chinensis albovariegata	@ .40
Chinensis pyramidalis blue	@ .40
Chinensis pyramidalis green	@ .35
Chinensis sargentii blue	@ .40
Chinensis sargentii green	@ .40
Japonica	@ .40
Sabine von ehron	@ .50
HILL'S Silver	@ .60
Squamata meyeri	@ .40
Virginiana canarti	@ .45
Virginiana elegantissima	@ .40
Virginiana glauca	@ .40
Hill Dundee	@ .60
Virginiana schottii	@ .40
PICEA	
Pungens Kosteri	@ .75

EVERGREEN SEEDLINGS (2 and 3 year)

	Each	Each
	100	1000
ABIES		
Concolor	4-6 " o @ .04	.03
Veitchi	2-4 " o @ .03 1/2	.02 1/2
JUNIPERUS		
Chinensis	6-8 " o @ .05	.04
Communis	6-8 " o @ .04	.03
Communis depressa	6-8 " o @ .03 1/2	.02 1/2
Scopulorum	4-6 " o @ .04 1/2	.03 1/2
Scopulorum	6-8 " o @ .04 1/2	.03 1/2
LARIX		
Europea	8-10 " o @ .03 1/2	.02 1/2
PICEA		
Canadensis	6-8 " o @ .02 1/2	.01 1/2
Canadensis albertiana	4-6 " o @ .04	.03
Excelsa	6-8 " o @ .01 1/2	.01
Polita	4-6 " o @ .03 1/2	.02 1/2
Pungens	6-8 " o @ .04	.03
PINUS		
Banksiana	6-8 " o @ .03	.02
Ponderosa scopulorum	4-6 " o @ .02 1/2	.01 1/2
Ponderosa scopulorum	6-8 " o @ .03	.02
Strobus	4-6 " o @ .03 1/2	.02 1/2
Sylvestris	6-8 " o @ .03	.02
MAHONIA		
Acquifolium	6-8 " o @ .02	.01
Acquifolium	6-8 " o @ .02 1/2	.01 1/2

ONCE AND TWICE TRANSPLANTED EVERGREENS

ABIES		
Arizona	2-4 " x @ .05	.04 1/2
Balsamea	8-10 " xx @ .08	.07
Balsamea	10-12 " xx @ .12	.11
Balsamea macrocarpa	8-10 " xx @ .08	.07
Concolor	4-6 " x @ .07	.06
Concolor	6-8 " xx @ .20	.19
Fraseri	4-6 " x @ .05	.04
Homolepis	2-4 " x @ .05	.04
CEDRUS		
Atlantica	4-6 " x @ .05	.04
Deodara	8-10 " x @ .06	.05
Libani	4-6 " x @ .07	.06
JUNIPERUS		
Chinensis	8-10 " xx @ .12	.10
Chinensis	10-12 " xx @ .16 1/2	.15
Chinensis pfitzeriana	4-6 " x @ .13	.12
Chinensis pfitzeriana	8-10 " xx @ .20	.19
Chinensis pfitzeriana	10-12 " xx @ .25	.24
Chinensis sargentii green	6-8 " xx @ .20	.19
Communis depressa	8-10 " xx @ .15	.14
Communis depressa	10-12 " xx @ .20	.19
Communis depressa aurea	6-8 " xx @ .20	.19
Communis depressa plumosa	8-10 " xx @ .20	.19
Communis depressa prostrata	6-8 " xx @ .30	.29
Communis hibernica	12-18 " xx @ .17 1/2	.16 1/2
Excelsa stricta	6-8 " xx @ .15	.14

ONCE AND TWICE TRANSPLANTED EVERGREENS

	Each	Each
	100	1000
JUNIPERUS—Continued		
Horizontalis douglasii	8-10" xx @ .15	.14
Japonica	6-8 " xx @ .20	.19
Japonica	8-10" xx @ .25	.21 1/2
Japonica sylvestris	4-6 " x @ .09	.08
Sabina	6-8 " xx @ .15	.14
Sabina	8-10" xx @ .20	.19
Sabina horizontalis	6-8 " xx @ .20	.19
Sabina horizontalis	8-10" xx @ .25	.24
Sabina von ehron	10-12" xx @ .65	.60
Virg niana	12-18" xx @ .35	.34
Virginiana	18-24" xx @ .50	.49
Virg. Kosteri horizontalis	8-10" xx @ .25	.22 1/2
PICEA		
Canadensis	8-10" xx @ .06	.05
Canadensis	10-12" xx @ .08 1/2	.07 1/2
Canadensis (Frame)	12-18" xx @ .11	.10
Canadensis (Field)	12-18" xx @ .16 1/2	.15
Canadensis	18-24" xx @ .25	.24
Canadensis albertiana	6-8 " xx @ .08 1/2	.07 1/2
Canadensis albertiana	10-12" xx @ .20	.19
Excelsa	8-10" xx @ .06	.05
Excelsa	10-12" xx @ .08 1/2	.07 1/2
Excelsa	12-18" xx @ .12	.10
Excelsa	18-24" xx @ .18 1/2	.17 1/2
Pungens	6-8 " xx @ .08 1/2	.07 1/2
Pungens	10-12" xx @ .16 1/2	.15
Pungens	12-18" xx @ .25	.24
PINUS		
Montana uncinata	8-10" xx @ .11	.10
Mughus	4-6 " xx @ .06	.05
Mughus	6-8 " xx @ .09	.08
Mughus	8-10" xx @ .20	.19
Ngra	6-8 " x @ .06	.05
Ngra	8-10" xx @ .09	.08
Ngra	10-12" xx @ .20	.19
Ponderosa scopulorum	10-12" x @ .08	.07
Strobus	8-10" xx @ .07	.06
Strobus	10-12" xx @ .15	.14
Strobus	12-18" xx @ .20	.19
Sylvestris	8-10" xx @ .06	.05
Sylvestris	10-12" xx @ .09	.08
Sylvestris	12-18" xx @ .20	.19
PSEUDOTSUGA		
Douglasii	8-10" xx @ .09	.08
Douglasii	10-12" xx @ .12	.10
Douglasii	12-18" xx @ .17 1/2	.16 1/2
Douglasii	18-24" xx @ .25	.24
TAXUS		
Cuspidata	4-6 " x @ .15	.13 1/2
Cuspidata	8-10" xx @ .30	.29
THUYA		
Occidentalis	6-8 " xx @ .06	.05
Occidentalis	10-12" xx @ .08 1/2	.07 1/2
Occidentalis	12-18" xx @ .15	.14
Occidentalis	18-24" xx @ .20	.19
Occidentalis	2-3 " xx @ .27 1/2	.25
Occidentalis	3-4 " xx @ .50	.47 1/2
Occidentalis conica densa	8-10" xx @ .16	.15
Occidentalis douglasii	10-12" xx @ .15	.14
Occidentalis douglasii pyramidalis	8-10" xx @ .15	.14
Occidentalis Little Gem	6-8 " xx @ .25	.24
Occidentalis lutea	8-10" xx @ .18 1/2	.17 1/2
Occidentalis pyramidalis	10-12" xx @ .14	.13
Occidentalis pyramidalis	12-18" xx @ .30	.29
Occidentalis pyramidalis	18-24" xx @ .35	.34
Occidentalis pyramidalis	2-2 1/2" xx @ .55	.50
Occidentalis recurva	6-8 " xx @ .15	.14
Occidentalis rosenthalii	8-10" xx @ .15	.14
Occidentalis rosenthalii	10-12" xx @ .20	.19
Occidentalis wareana	8-10" xx @ .13	.12
Occidentalis woodwardi	8-10" xx @ .15	.14
Occidentalis woodwardi	10-12" xx @ .35	.32 1/2
TSUGA		
Canadensis	4-6 " xx @ .05	.04
Canadensis	8-10" xx @ .15	.14
Canadensis	10-12" xx @ .25	.24
Canadensis	12-18" xx @ .40	.39

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